To: Region DMs

Re: Doral Business Building Kit Usage

Listed below you will find a usage Report in Reference to the above referenced Program.

Item No	Description	Allocated	Usage	Available	%
505982	Doral Thermometers	2130	400	1730	19
505985	Doral Dry Erase Boards	2130	403	1727	19
506783	Doral Display Kits	885	351	534	39%

The Sales Area has utilize only 31% of the actual Kits, 50% of the Dry Erase Boards, and 53% of the Thermometers. Obviously low levels of acceptance to date for the Sales Area on this program.

Bold I would appreciate each of you to determine the progress of this program and why usage of support materials has been Low. I will compile your Responses and Forward to Winston-Salem. Please Respond on/or before June 20, 1996 so I can meet Winston Salem's time frame.

Should you have any questions, Please advise.

Sincerely
RM

cc: RC Farmer, TV Noble, D DeRose

51845 7367

Source: https://www.industrydocuments.ucsf.edu/docs/hzmy0000